



NATIONAL CENTER FOR
THE MIDDLE MARKET

PROFESSIONAL SERVICES

MIDDLE MARKET INDICATOR

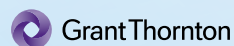


3Q | 2017

IN COLLABORATION WITH



THE OHIO STATE UNIVERSITY
FISHER COLLEGE OF BUSINESS



Professional Services' Revenue Growth vs. National

9.8%

PROFESSIONAL SERVICES' MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS



7.0%

PROFESSIONAL SERVICES' MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS



Professional Services' Employment Growth vs. National

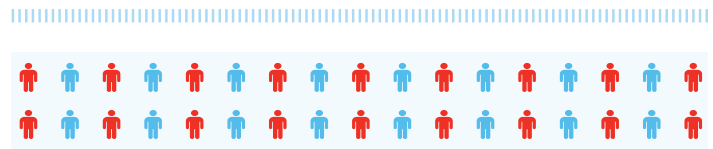
7.3%

PROFESSIONAL SERVICES' MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS



6.9%

PROFESSIONAL SERVICES' MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS



Professional Services' Top Internal Challenges Over The Next 3 Months



STAFF/EMPLOYEES

61%



BUSINESS GROWTH

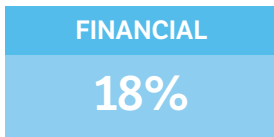
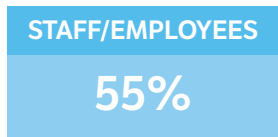
43%



FINANCIAL

26%

VS. NEXT 12 MONTHS



Preparing for Growth Through Capital Investment

MIDDLE MARKET COMPANIES IN PROFESSIONAL SERVICES ARE POISED TO INVEST.



Professional Services' Middle Market Defined

ANNUAL REVENUE
\$10 MM-\$1 B



REPRESENTS

0.4%

OF ALL PROFESSIONAL SERVICES COMPANIES

MORE THAN
10,600
BUSINESSES



EMPLOYS

22.6%

OF THE PROFESSIONAL SERVICES WORKFORCE

GENERATING
\$414 B
IN ANNUAL REVENUE



GENERATES

27.1%

OF ALL PROFESSIONAL SERVICES BUSINESS REVENUE

Source: 2014 D&B Data

Professional Services' Percentage of Revenues Around the World



UNITED STATES
83.3%

CANADA/MEXICO
9.9%

EUROPE
4.9%

ASIA
4.7%

LATIN AMERICA
1.4%

MIDDLE EAST
1.0%

AFRICA
0.3%

OTHER
0.0%